Dedicated DB
Part of FUTUREPLAN by ASCENSUS

# Client Calls

SMALL BUSINESS RETIREMENT PLANS

## Pre-Call Prep (you or your assistant)

1. Identify clients, generally age 35+, who have self-employment income themselves or have spouses with small businesses. Increasingly, retiring executives do consulting for a few years or work part-time with contract income.
2. Bring up client profile
3. If you have client's date of birth and can estimate current compensation, run a quick calculation at (https://www.dedicated-db.com/defined-benefit-plan-calculator/) to see if DB plan provides significantly higher contribution and tax savings than current plan
4. Call or email client to set appointment
5. Download "Illustration Request Form" to gather info for a custom proposal: (https://www.dedicated-db.com/wp-content/uploads/dedicated-db/dedicated-db-illustration-request-form.xlsx)

## Post Call Follow-up

1. Call Dedicated DB at 866-269-2706 to run a custom proposal based on info you gathered or to answer your questions
2. Send client email with additional info on defined benefit plans – e.g., the Defined Benefit Retirement Plan white paper (https://www.dedicated-db.com/basics-of-defined-benefit-plans-whitepaper/) and the custom proposal.

## Defined Benefit Plan Talking Points

1. Bringing your information up-to-date: Any changes in your business or employment status that might require us to make changes to your retirement plans?
2. Would you be interested in saving more for retirement if you could take a larger tax deduction? If so, we want to make changes before you contribute to your existing plans for the year.
3. Many people in your position take advantage of retirement plans with potentially higher contribution limits to reduce annual tax liabilities than you currently do. Are your current taxes an issue for you?
4. I have a plan in mind for you that could help with your retirement savings – we should open it before the end of your fiscal year – is that 12/31?
5. Sometimes a Defined Benefit plan or a Cash Balance plan can be added to a 401(k) to maximize contributions and tax deductions.
6. Based on an estimate I ran for someone in a position similar to yours, you might be able to contribute about _____ to a Defined Benefit plan and save _____ in taxes (use numbers from quick calc).
7. Do you have a sense of how much you might want to increase your contribution if the numbers work?
8. I can get a better estimate for you this year -- I need to make sure I have current info - verify date of birth, business entity type, business name, estimated W-2 or net profit income from business or self-employment; any employees? Enter this info into the Illustration Request Form: (https://www.dedicated-db.com/wp-content/uploads/dedicated-db/dedicated-db-illustration-request-form.xlsx)
9. I'd like to send you some information about these plans as well as your estimate. Let me check that I still have your current email address: _____